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POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE		DEC 1986	DEC 1985	JUL-DEC 1986/87	JUL-DEC 1985/86
AL	Alabama	1,564	3,155	24,876	38,310
AK	Alaska	0	0	727	0
AZ	Arizona	146	33	663	153
AR	Arkansas	1,675	4,913	9,873	16,707
CA	California	3,796	1,502	27,613	22,033
CO	Colorado	577	324	2,359	1,390
CT	Connecticut	151	679	1,179	1,682
DE	Delaware	3,525	1,951	11,510	7,421
FL	Florida	11,534	14,040	52,636	61,144
GA	Georgia	4,576	13,613	39,691	63,390
HI	Hawaii	910	29	3,778	2,919
ID	Idaho	819	2,014	9,833	10,011
IL	Illinois	70,573	57,922	333,188	402,219
IN	Indiana	33,700	74,571	157,200	227,130
IA	Iowa	62,838	61,475	206,492	238,930
KS	Kansas	1,364	903	10,301	13,899
KY	Kentucky	9,423	17,786	44,167	50,047
LA	Louisiana	9,703	2,715	33,101	13,545
ME	Maine	1,192	636	1,575	1,834
MD	Maryland	3,287	2,455	10,823	7,297
MA	Massachusetts	836	538	2,040	1,885
MI	Michigan	18,670	11,574	69,186	99,426
MN	Minnesota	47,719	54,680	163,483	154,068
MS	Mississippi	0	1,374	4,066	7,104
MO	Missouri	13,641	19,243	93,898	88,611
MT	Montana	657	1,143	4,197	3,960
NE	Nebraska	4,021	3,681	8,358	10,536
NV	Nevada	0	0	27	0
NH	New Hampshire	25	0	152	198
NJ	New Jersey	238	388	2,925	2,528
NM	New Mexico	1,708	3,859	3,330	5,818
NY	New York	3,350	15,677	26,430	30,701
NC	North Carolina	11,948	5,210	31,784	34,952
ND	North Dakota	3,368	2,621	11,168	9,367
OH	Ohio	51,405	48,205	212,747	230,283
OK	Oklahoma	410	194	7,821	7,928
OR	Oregon	1,415	1,361	10,841	8,190
PA	Pennsylvania	4,445	5,858	20,599	25,864
RI	Rhode Island	122	199	360	753
SC	South Carolina	4,354	2,741	26,541	25,394
SD	South Dakota	2,067	1,728	3,967	3,558
TN	Tennessee	6,008	7,798	28,066	50,865
TX	Texas	7,166	8,176	46,280	51,246
UT	Utah	200	499	1,151	7,625
VT	Vermont	35	279	911	1,591
VA	Virginia	28,253	9,948	34,605	38,004
WA	Washington	5,277	4,628	15,507	15,921
WV	West Virginia	294	239	733	965
WI	Wisconsin	43,965	46,059	130,736	136,498
WY	Wyoming	42	112	372	573
	TOTAL U.S.:	482,992	518,728	1,943,866	2,234,473
CANADA					
AB	Alberta	735	1,333	5,722	6,939
BC	Brit. Columbia	580	239	7,296	846
MB	Manitoba	1,227	2,101	7,646	7,000
NB	New Brunswick	1,130	755	3,447	769
NF	Newfoundland	0	54	0	303
NS	Nova Scotia	604	1,610	1,205	2,957
ON	Ontario	15,082	83,750	48,678	147,234
PE	Pr.Edward Isle	1,330	2,304	3,575	2,000
PQ	Quebec	1,091	9,345	19,961	62,383
SK	Saskatchewan	538	303	3,372	2,208
	TOTAL CAN:	22,317	101,794	100,902	232,639
EXPORT SALES:		373,282	172,204	1,737,765	1,139,795
TOTAL AG SALES		878,591	792,726	3,782,533	3,606,907
Non-Ag U.S.		41,699	31,643	188,719	193,462
	Canada	1,675	2,678	7,808	14,074
	Exports	3,747	4,527	35,128	42,171
	TOTAL NON-AG	47,121	38,848	231,655	249,707
GRAND TOTAL.....		925,712	831,574	4,014,188	3,856,614

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

DECEMBER, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	15	268	1,098	135	48	1,564
AK Alaska	0	0	0	0	0	0
AZ Arizona	56	0	64	0	26	146
AR Arkansas	0	0	1,624	0	51	1,675
CA California	1,443	1,286	256	13	798	3,796
CO Colorado	185	0	268	62	62	577
CT Connecticut	0	61	20	0	70	151
DE Delaware	0	0	3,487	13	25	3,525
FL Florida	5,113	1,726	1,095	578	3,022	11,534
GA Georgia	1,245	485	675	777	1,394	4,576
HI Hawaii	0	862	48	0	0	910
ID Idaho	102	83	631	3	0	819
IL Illinois	2,285	56,391	9,074	2,646	177	70,573
IN Indiana	1,355	23,150	6,066	2,998	131	33,700
IA Iowa	394	38,402	19,084	4,893	65	62,838
KS Kansas	222	204	745	114	79	1,364
KY Kentucky	3	3,650	5,378	38	354	9,423
LA Louisiana	1,845	3,649	4,147	63	(1)	9,703
ME Maine	0	0	1,090	0	102	1,192
MD Maryland	0	0	3,241	32	14	3,287
MA Massachusetts	0	0	242	558	36	836
MI Michigan	509	14,194	3,118	757	92	18,670
MN Minnesota	123	14,373	32,475	474	274	47,719
MS Mississippi	0	0	0	0	0	0
MO Missouri	303	583	10,758	1,889	108	13,641
MT Montana	0	19	593	45	0	657
NE Nebraska	214	520	1,708	971	608	4,021
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	25	25
NJ New Jersey	0	120	13	27	78	238
NM New Mexico	46	1,520	60	0	82	1,708
NY New York	15	125	2,859	225	126	3,350
NC North Carolina	365	614	6,805	3,490	674	11,948
ND North Dakota	0	448	2,920	0	0	3,368
OH Ohio	(2,000)	23,656	26,413	3,006	330	51,405
OK Oklahoma	14	168	186	15	27	410
OR Oregon	0	283	1,019	21	92	1,415
PA Pennsylvania	1,018	60	2,727	24	616	4,445
RI Rhode Island	0	0	60	12	50	122
SC South Carolina	3,047	243	548	124	392	4,354
SD South Dakota	0	644	1,365	58	0	2,067
TN Tennessee	0	2,214	3,767	0	27	6,008
TX Texas	1,884	2,837	1,617	487	341	7,166
UT Utah	27	0	167	0	6	200
VT Vermont	0	0	30	0	5	35
VA Virginia	2,276	187	22,619	2,950	221	28,253
WA Washington	772	732	3,407	259	107	5,277
WV West Virginia	0	32	109	153	0	294
WI Wisconsin	1,320	32,190	9,747	462	246	43,965
WY Wyoming	0	20	0	0	22	42
TOTAL U.S.:	24,196	225,999	193,423	28,372	11,002	482,992
CANADA						
AB Alberta	0	0	597	138	0	735
BC Brit. Columbia	0	0	580	0	0	580
MB Manitoba	8	190	1,029	0	0	1,227
NB New Brunswick	0	199	751	0	180	1,130
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	604	0	0	604
ON Ontario	0	6,072	5,046	100	3,864	15,082
PE Pr.Edward Isle	0	0	1,270	0	60	1,330
PQ Quebec	0	306	651	0	134	1,091
SK Saskatchewan	0	47	491	0	0	538
TOTAL CAN:	8	6,814	11,019	238	4,238	22,317
*EXPORT SALES:	298,897	9,030	46,590	5,464	13,301	373,282
TOTAL AG SALES	323,101	241,843	251,032	34,074	28,541	878,591
NON-AG U.S.	28,847	-	-	12,729	123	41,699
NON-AG CANADA	1,663	-	-	12	0	1,675
*NON-AG EXPORTS	478	-	-	3,269	0	3,747
TOTAL NON-AG:	30,988	-	-	16,010	123	47,121
GRAND TOTAL	354,089	241,843	251,032	50,084	28,664	925,712

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

DECEMBER, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	1,341	2,013	0	0	0	3,354
Australia	0	0	7,028	0	117	7,145
Bangladesh	10,504	0	0	0	0	10,504
Belgium	8,333	0	0	0	0	8,333
Brazil	10,112	4,669	22,406	0	181	37,368
Chile	0	0	0	0	3,594	3,594
China	111,126	0	0	0	5,430	116,556
Columbia	958	0	0	0	0	958
Denmark	7,017	0	0	0	0	7,017
Ecuador	0	0	3,472	0	0	3,472
Honduras	0	0	415	0	73	488
India	17,324	0	0	0	0	17,324
Ireland	0	0	10,447	0	0	10,447
Jamaica	0	0	1,360	0	0	1,360
Japan	44,187	2,348	1,462	5,464	2,412	55,873
Korea	52,450	0	0	0	0	52,450
Malaysia	1,928	0	0	0	0	1,928
Mexico	392	0	0	0	98	490
Panama	0	0	0	0	2	2
Peru	0	0	0	0	1,394	1,394
Sri Lanka	7,223	0	0	0	0	7,223
Switzerland	26,002	0	0	0	0	26,002
TOTAL AG:	298,897	9,030	46,590	5,464	13,301	373,282
NON-AGRICULTURAL						
Japan	75	-	-	3,269	0	3,344
Korea	63	-	-	0	0	63
Mexico	324	-	-	0	0	324
Puerto Rico	3	-	-	0	0	3
United Kingdom	13	-	-	0	0	13
TOTAL NON-AG:	478	-	-	3,269	0	3,747
TOTAL EXPORTS:	299,375	9,030	46,590	8,733	13,301	377,029

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

DECEMBER, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	0	0	1,098	135	1,233
AK Alaska	0	0	0	0	0
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	272	0	272
CA California	13	0	0	13	26
CO Colorado	15	0	137	48	200
CT Connecticut	0	61	15	0	76
DE Delaware	0	0	3,487	13	3,500
FL Florida	5,098	1,726	1,095	578	8,497
GA Georgia	1,107	485	675	777	3,044
HI Hawaii	0	0	48	0	48
ID Idaho	0	38	433	3	474
IL Illinois	2,223	56,391	6,472	2,646	67,732
IN Indiana	1,355	23,150	6,066	2,998	33,569
IA Iowa	323	38,324	17,999	4,893	61,539
KS Kansas	0	0	10	16	26
KY Kentucky	0	3,650	4,478	38	8,166
LA Louisiana	1,845	3,649	3,702	0	9,196
ME Maine	0	0	1,090	0	1,090
MD Maryland	0	0	3,241	32	3,273
MA Massachusetts	0	0	242	558	800
MI Michigan	509	14,194	3,118	757	18,578
MN Minnesota	123	14,373	32,475	474	47,445
MS Mississippi	0	0	0	0	0
MO Missouri	0	458	7,805	1,861	10,124
MT Montana	0	19	593	45	657
NE Nebraska	60	520	1,157	971	2,708
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	0	0	0
NJ New Jersey	0	120	13	27	160
NM New Mexico	0	0	0	0	0
NY New York	15	125	2,859	225	3,224
NC North Carolina	303	614	6,805	3,490	11,212
ND North Dakota	0	448	2,920	0	3,368
OH Ohio	(2,000)	23,656	26,413	3,006	51,075
OK Oklahoma	0	0	0	0	0
OR Oregon	0	246	775	21	1,042
PA Pennsylvania	967	60	2,727	24	3,778
RI Rhode Island	0	0	60	12	72
SC South Carolina	2,987	243	548	124	3,902
SD South Dakota	0	644	1,365	58	2,067
TN Tennessee	0	2,214	3,767	0	5,981
TX Texas	0	0	0	0	0
UT Utah	0	0	0	0	0
VT Vermont	0	0	30	0	30
VA Virginia	2,276	187	22,619	2,950	28,032
WA Washington	35	732	3,218	259	4,244
WV West Virginia	0	32	109	153	294
WI Wisconsin	1,299	32,190	9,747	462	43,698
WY Wyoming	0	20	0	0	20
TOTAL U.S.:	18,553	218,569	179,683	27,667	444,472
CANADA					
AB Alberta	0	0	597	138	735
BC Brit. Columbia	0	0	580	0	580
MB Manitoba	8	190	1,029	0	1,227
NB New Brunswick	0	199	751	0	950
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	604	0	604
ON Ontario	0	6,072	5,046	100	11,218
PE Pr.Edward Isle	0	0	1,270	0	1,270
PQ Quebec	0	306	651	0	957
SK Saskatchewan	0	47	491	0	538
TOTAL CAN:	8	6,814	11,019	238	18,079
*EXPORT SALES:	281,675	9,030	26,424	5,464	322,593
TOTAL AG SALES	300,236	234,413	217,126	33,369	785,144
NON-AG U.S.	18,582	-	-	11,763	30,345
NON-AG CANADA	1,663	-	-	12	1,675
*NON-AG EXPORTS	151	-	-	3,269	3,420
TOTAL NON-AG:	20,396	0	0	15,044	35,440
GRAND TOTAL	320,632	234,413	217,126	48,413	820,584

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

DECEMBER, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Argentina	1,341	2,013	0	0	3,354
Australia	0	0	7,028	0	7,028
Bangladesh	10,504	0	0	0	10,504
Brazil	10,112	4,669	14,289	0	29,070
China	111,126	0	0	0	111,126
Denmark	7,017	0	0	0	7,017
India	17,324	0	0	0	17,324
Ireland	0	0	3,747	0	3,747
Jamaica	0	0	1,360	0	1,360
Japan	36,648	2,348	0	5,464	44,460
Korea	52,450	0	0	0	52,450
Malaysia	1,928	0	0	0	1,928
Sri Lanka	7,223	0	0	0	7,223
Switzerland	26,002	0	0	0	26,002
TOTAL AG:	281,675	9,030	26,424	5,464	322,593
NON-AGRICULTURAL					
Japan	75	-	-	3,269	3,344
Korea	63	-	-	0	63
United Kingdom	13	-	-	0	13
TOTAL NON-AG:	151	-	-	3,269	3,420
TOTAL EXPORTS:	281,826	9,030	26,424	8,733	326,013

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

DECEMBER, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	15	268	0	0	48	331
AK Alaska	0	0	0	0	0	0
AZ Arizona	56	0	64	0	26	146
AR Arkansas	0	0	1,352	0	51	1,403
CA California	1,430	1,286	256	0	798	3,770
CO Colorado	170	0	131	14	62	377
CT Connecticut	0	0	5	0	70	75
DE Delaware	0	0	0	0	25	25
FL Florida	15	0	0	0	3,022	3,037
GA Georgia	138	0	0	0	1,394	1,532
HI Hawaii	0	862	0	0	0	862
ID Idaho	102	45	198	0	0	345
IL Illinois	62	0	2,602	0	177	2,841
IN Indiana	0	0	0	0	131	131
IA Iowa	71	78	1,085	0	65	1,299
KS Kansas	222	204	735	98	79	1,338
KY Kentucky	3	0	900	0	354	1,257
LA Louisiana	0	0	445	63	(1)	507
ME Maine	0	0	0	0	102	102
MD Maryland	0	0	0	0	14	14
MA Massachusetts	0	0	0	0	36	36
MI Michigan	0	0	0	0	92	92
MN Minnesota	0	0	0	0	274	274
MS Mississippi	0	0	0	0	0	0
MO Missouri	303	125	2,953	28	108	3,517
MT Montana	0	0	0	0	0	0
NE Nebraska	154	0	551	0	608	1,313
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	25	25
NJ New Jersey	0	0	0	0	78	78
NM New Mexico	46	1,520	60	0	82	1,708
NY New York	0	0	0	0	126	126
NC North Carolina	62	0	0	0	674	736
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	0	0	330	330
OK Oklahoma	14	168	186	15	27	410
OR Oregon	0	37	244	0	92	373
PA Pennsylvania	51	0	0	0	616	667
RI Rhode Island	0	0	0	0	50	50
SC South Carolina	60	0	0	0	392	452
SD South Dakota	0	0	0	0	0	0
TN Tennessee	0	0	0	0	27	27
TX Texas	1,884	2,837	1,617	487	341	7,166
UT Utah	27	0	167	0	6	200
VT Vermont	0	0	0	0	5	5
VA Virginia	0	0	0	0	221	221
WA Washington	737	0	189	0	107	1,033
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	21	0	0	0	246	267
WY Wyoming	0	0	0	0	22	22
TOTAL U.S.:	5,643	7,430	13,740	705	11,002	38,520
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	0	0
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	180	180
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	3,864	3,864
PE Pr.Edward Isle	0	0	0	0	60	60
PQ Quebec	0	0	0	0	134	134
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	4,238	4,238
*EXPORT SALES:	17,222	0	20,166	0	13,301	50,689
TOTAL AG SALES	22,865	7,430	33,906	705	28,541	93,447
NON-AG U.S.	10,265	-	-	966	123	11,354
NON-AG CANADA	0	-	-	0	0	0
*NON-AG EXPORTS	327	-	-	0	0	327
TOTAL NON-AG:	10,592	0	0	966	123	11,681
GRAND TOTAL	33,457	7,430	33,906	1,671	28,664	105,128

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (Short Tons K2O)

DECEMBER, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	0	0	0	117	117
Belgium	8,333	0	0	0	0	8,333
Brazil	0	0	8,117	0	181	8,298
Chile	0	0	0	0	3,594	3,594
China	0	0	0	0	5,430	5,430
Columbia	958	0	0	0	0	958
Ecuador	0	0	3,472	0	0	3,472
Honduras	0	0	415	0	73	488
Ireland	0	0	6,700	0	0	6,700
Japan	7,539	0	1,462	0	2,412	11,413
Mexico	392	0	0	0	98	490
Panama	0	0	0	0	2	2
Peru	0	0	0	0	1,394	1,394
TOTAL AG:	17,222	0	20,166	0	13,301	50,689
NON-AGRICULTURAL						
Mexico	324	-	-	0	0	324
Puerto Rico	3	-	-	0	0	3
TOTAL NON-AG:	327	-	-	0	0	327
TOTAL EXPORTS:	17,549	0	20,166	0	13,301	51,016